

TRAINING PROGRAM FOR SALES INDIVIDUALS/SALES TEAMS

1 DAY, INHOUSE

A Program for Direct Sales Personnel

KING OF DIRECT SALES

Who (Potential Participants)

Direct Sales/Service Sales professionals

Why (Purpose)

Direct sales professionals in their early and mid career often get lost amidst the myriad of dynamics associated with sales, products, competition, customers, timelines, targets, and more. Soon they find themselves living a miserable and stressed life, hardly enjoying or achieving sales! A few are 'lucky' to get through some quarters, but are burdened with the insecurity of future sales happening! This program will inspire and guide sales professions through the heart of the entire cycle of successfully closing sales and winning customers. The goal is to enable sales professionals in their early and mid careers to experience and understand how to make win-win deals & relationships happen, consistently and enjoy sales.

How (Process)

Interactive sessions covering the entire sales cycle to transform the sales person's attitude and talent into becoming the king of sales. It will dissect the entire sales process, use creative examples, tools and techniques to inspire smart "to-do's" essential for sales success. The sessions framework includes:

<p>The Basics (Seller and Buyer)</p> <ul style="list-style-type: none"> - Why (Purpose, Vision, Mission, Values) - How (Organization Structure, Processes, People, Rules) - What (Products, Services, Deliverables) 	<p>Engaging for Sales</p> <ul style="list-style-type: none"> - Observe (Listen Kinesics, Gather, Probe) - Understand (Identity stated and unstated pains, needs and wants) - Build Value Proposition (Debate, Objections, Solution)
<p>Approach to Sales Targets (including success Visualization Techniques)</p> <ul style="list-style-type: none"> - Seeing your targets (Purpose, Opportunity, Visualization, Fun) - Setting your own targets (Realistic + Rewarding) 	<p>Investment and ROI Proposals/Presentations</p> <ul style="list-style-type: none"> - The Value Proposal and ROI example - Value Solution, Investment and ROI (Fixed + Recurring), Term, Validity
<p>Sales Resources – Stock Taking and Planning (Personal Resource Measures)</p> <ul style="list-style-type: none"> - Time, People (Internal + External) and Roles - Existing Customers, Market - Products and Services - Competition (Internal + External) 	<p>Closing Sales</p> <ul style="list-style-type: none"> - Working on Decision Makers - Managing Price Objections - Negotiation and acceptance of your Proposal - Final Techno-Commercial Proposal and Sign-off, PO and Terms
<p>Building Sales Opportunities (Funnel Health Measure Tool)</p> <ul style="list-style-type: none"> - Tools (Your own sales kit) - Funnel (Suspect, Prospect) - Opportunity Qualification (Time, Size, Win ability, Fitment) - Decision to Pursue/Drop the opportunity 	<p>BBC for a Satisfied Customer (Internal/External)</p> <ul style="list-style-type: none"> - Booking (Validate PO, Amend as necessary, Internal Processing, Order Confirmation, Delivery Timelines and Schedule) - Billing (Follow-up, Deliver, Bill, Install, Commission, Acceptance sign-off) - Collection (Full and Complete Payment and Customer Satisfaction)

Value (Benefits)

This program will serve as a catalyst to transform you into becoming an inspired king of sales, eager to build your internal/external customers and numbers!

Investment (Program Fee)*

INR 5000/-, per person. For group discounts, please check with us.

FOR QUERIES / PARTICIPATION eMAIL / CALL

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About Value GO?AL!

GO?AL!	Value GO?AL! for Individuals	Value GO?AL! Packaged Training Program Series for working professionals in service/business, home makers, youth and teenagers
<p>Which way to GO? This question is probably the most frequent question that people like you and me face almost every day. The answer lies in you and me clearly "knowing" where to go. Often, this "knowing" is difficult and hence creates hurdles for us in moving forward with joy and confidence to achieve our goals, just like ALice in wonderland! In short, we need to truly "know" our "GO?AL!"</p> <p>Your Exciting Success - YES</p> <p>Your Exciting Success significantly depends on you 'knowing' your goals. One way of you 'knowing' is by being able to See, Set and Score ($S \times S \times S = S^3$) your goals. For you to be able to S^3, a synergy between your ability (talent/brilliance) and attitude (character/wisdom) is essential. This, in a way is a habit we have to form, acquire and strengthen, until it becomes a way of life, that we can then play the game of life with, every single day. That is YES³!</p> <p>Value GO?AL!</p> <p>We conduct interactive training workshops and learning programs for inspiring positive synergy between attitude and talent for human resource development of individuals and teams.</p>	<p>These programs can benefit individuals (men and women) across varied age groups, students, youth, home makers, as well as professionals, senior executives, managers, business leaders and owners. We conduct these workshops at flexible timings/venues suitable to you and provide personalized attention.</p> <p>Value GO?AL! for Teams</p> <p>These programs can benefit teams or group of resources from within or across organizations.</p> <p>Outdoor Residential and Customised Programs</p> <p>These programs can benefit individuals as well as teams. We can also work with you to design and deliver customized value training and consulting assignments addressing business metrics such as value sales, individual & team motivation, employee alignment to corporate values and goals, effective communication skills and need based consulting services to identify, address and overcome pain areas (example - attitude!). We can work on both a fixed cost model or a time and material model, as well as a retainer + rolling fee model.</p>	<p>Playing YES³ FAST TRACK: A half-day indoor 'Talent + Attitude Synergy' program</p> <p>Playing YES³ DAY TRACK: A 1-day indoor 'Talent + Attitude Synergy' program</p> <p>Playing IN YES³+RUBIK³: A 2-day indoor 'Talent + Attitude Synergy' program</p> <p>Playing OUT YES³+RUBIK³: A 2-day outdoor 'Talent + Attitude Synergy' program</p> <p>Playing IN YES³+RUBIK³+P³: A 2-day indoor 'Positive Personality Development' program</p> <p>Playing OUT YES³+RUBIK³+P³: A 2-day outdoor 'Positive Personality Development' program</p> <p>KING OF DIRECT SALES: A 1-day indoor program for Direct Sales Personnel.</p> <p>EPL³: A 1-day 'Effectively Presenting Lucidly' program</p> <p>REMOD: Multiple four hour modular programs</p> <p>TEAM: A 2-day outdoor 'Creative Recreational Team Building' program</p> <p>KID20: A 2-day outdoor 'Recreational activity Program for kids (@ 8-14 years)</p> <p>KID50: A 5-day outdoor 'Recreational Activity Program for kids (@ 8-14 years)</p>

*We strive to keep our program fee affordable, taking inspiration from the attitude of one of India's brightest scientists who struggled to overcome a difficult childhood and achieved his exciting success. He propagated enabling radical social transformation by delivering more (extreme value), from less (ultra low cost means) for more (people to afford and benefit).

*Terms apply. Subject to change without notice